

AD-A123 605

GUIDELINES AND DATA TO SUPPORT PLANS FOR REALLOCATING
FOOD DURING CRISIS. (U) SYSTAN INC LOS ALTOS CA
J W BILLHEIMER ET AL. SEP 82 SYSTAN-D180-APP-9

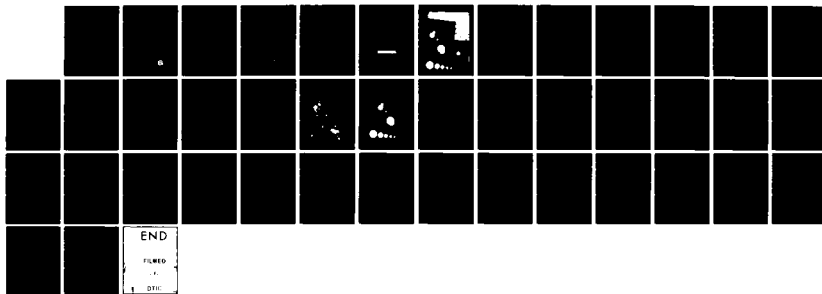
1/1

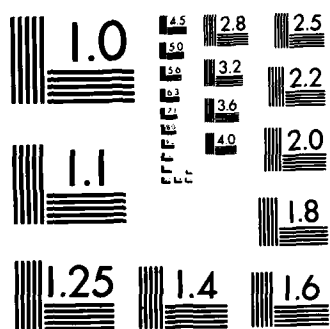
UNCLASSIFIED

EMW-C-0562

F/G 15/3

NL





MICROCOPY RESOLUTION TEST CHART
NATIONAL BUREAU OF STANDARDS-1963-A

4512D

①

GUIDELINES AND DATA TO SUPPORT
PLANS FOR REALLOCATING FOOD
DURING CRISIS RELOCATION

REGIONAL APPENDIX
FEMA REGION IX

ADA 123605

DTIC
ELECTE
JAN 20 1983
B

For

Federal Emergency Management Agency
Washington, D.C. 20472
Contract EMW-C-0562

SYSTAN Report D180
September 1982

DISTRIBUTION STATEMENT A
Approved for public release;
Distribution Unlimited


SYSTAN

DTIC call copy

179

GUIDELINES AND DATA TO SUPPORT
PLANS FOR REALLOCATING FOOD
DURING CRISIS RELOCATION

REGIONAL APPENDICES
FEMA REGION IX

By
John W. Billheimer
Juliet McNally

For
Federal Emergency Management Agency
Washington, D.C. 20472
Contract EMW-C-0562

SYSTAN Report D180
September 1982

TABLE OF CONTENTS

APPENDIX A: REGIONAL DISTRIBUTION SUMMARY

Food Distribution Summary.....	A-1
Map Showing Dollar Volume of Major Food Distribution Centers.....	A-2
Intra- and Inter-Regional Shipments Summary.....	A-3

APPENDIX B: STATE SUMMARIES FOR REGION IX

Arizona.....	B-1
California.....	B-2
Nevada.....	B-3

APPENDIX C: TOP TEN DISTRIBUTORS

List of Top Ten Distributors Serving Region IX.	C-1, C-2
---	----------

APPENDIX D: SAMPLE REALLOCATION PLAN FOR THE STATE OF CALIFORNIA

Introduction.....	D-1
Current Food Distribution System.....	D-2
Exhibit 1: Risk Areas in California.....	D-3
Exhibit 2: Current Distribution Pattern.....	D-4
Proposed Food Distribution System Adjustments For Crisis Relocation.....	D-5 - D-6
Exhibit 3: Revised Distribution Plans For Major Distributors.....	D-7 - D-10
Exhibit 4: Two Truckloads Capable of Feeding 3800 People For One Week.....	D-11
Transportation Stress.....	D-12 - D-13

APPENDIX E: COUNTY LISTINGS

List of Counties Served By Each Distributor in FEMA Region IX	
--	--



✓
PER FORM
50

A

APPENDIX A
REGIONAL DISTRIBUTION SUMMARY

FOOD DISTRIBUTION SUMMARY

REGION IX


Almost all of the food (99.5%) consumed in FEMA Region IX is warehoused within the region. The table below summarizes the source and magnitude of all shipments from warehouses to supermarkets within the region. Two states, Arizona and California, are self-sufficient, warehousing over 99% of their food supplies within their own borders. The third state, Nevada, is heavily dependent on out-of-state warehouses for food shipments, with only 14% of its food supplies stored within the state boundaries. Most of Nevada's food stocks (78%) come from warehouses located in California, highlighting a need for interstate coordination.

INTER- AND INTRA-STATE SHIPMENTS

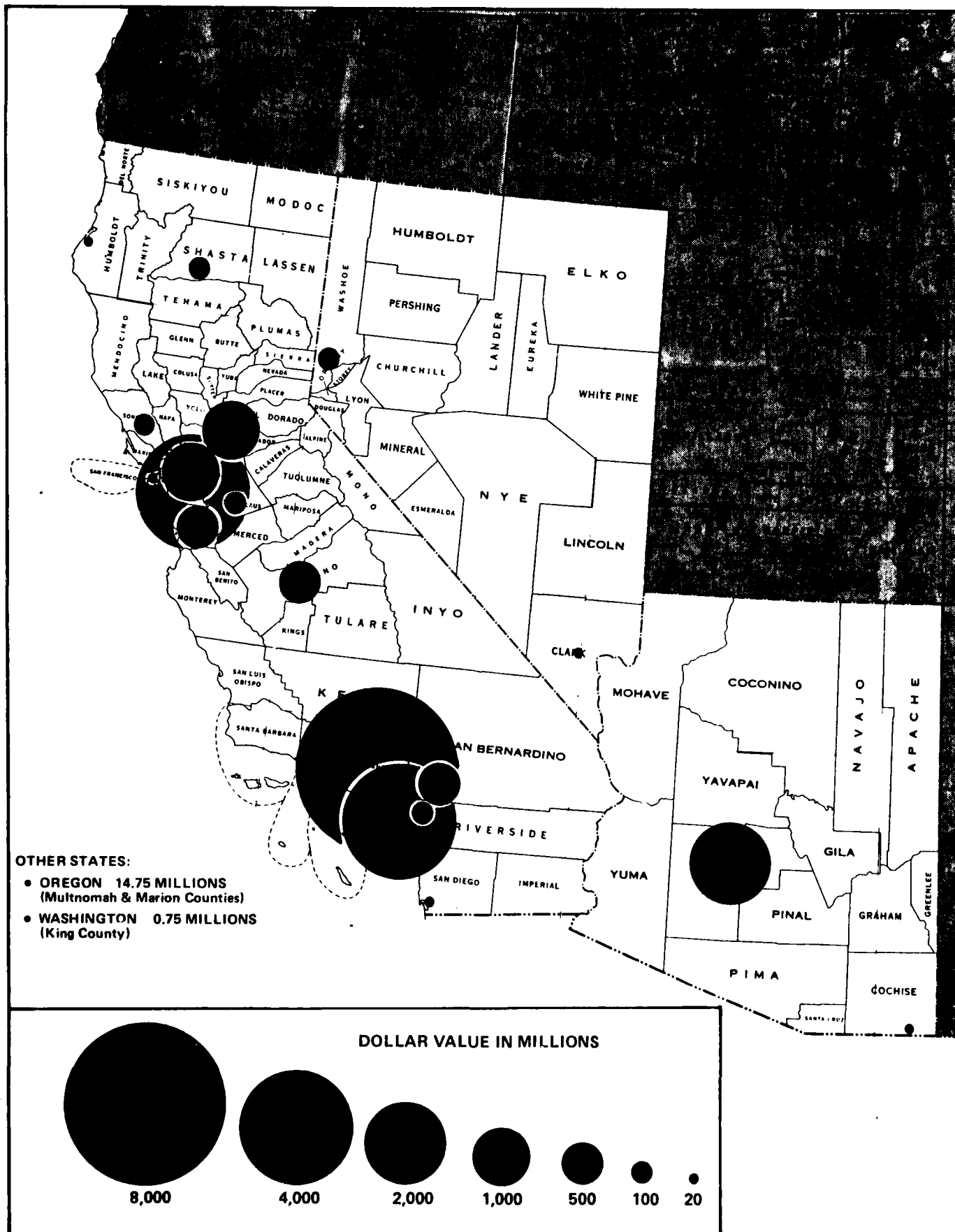
INTO

FEMA REGION IX

(Actual Cash Value in Millions of Dollars per Year)

SOURCE	DESTINATION		
	AZ	CA	NV
08 UT	0	0	37
			
10 OR	0	60	0
WA	1	0	0

DOLLAR VOLUME OF MAJOR FOOD DISTRIBUTION CENTERS REGION IX



**SUMMARY OF INTRA- AND INTER-REGIONAL
FOOD SHIPMENTS
(Warehouse to Supermarket)**

FEMA Region No.	Intra-Regional Shipments		Shipments from Out-of-Region		Total Food Shipments
	(\$ Million/Year)	(% of Total)	(\$ Million/Year)	(% of Total)	(\$ Million/Year)
1	8,352	90.4	884	9.6	9,236
2	15,771	89.9	1,762	10.1	17,539
3	16,077	86.7	2,474	13.3	18,551
4	31,061	95.6	1,432	4.4	32,493
5	31,795	93.8	2,114	6.2	33,909
6	19,171	92.5	1,548	7.5	20,719
7	8,889	93.8	588	6.2	9,478
8	5,127	89.4	609	10.6	5,736
9	22,405	99.6	98	0.4	22,503
10	6,160	89.9	691	10.1	6,851

APPENDIX B
STATE SUMMARIES FOR FEMA REGION IX

- Arizona
- California
- Nevada

ARIZONA SUMMARY

The statistical profile of food distribution in region IX shows that the supermarkets of Arizona are almost solely served by warehouses located within the state. Only 1% of the food currently reaching Arizona residents is warehoused outside the state. Thus little interstate coordination will be required in planning for food distribution to Arizona residents under crisis relocation conditions.

Three of the top ten distributors in Region IX, Safeway Stores Inc., Associated Grocers and Alfred M Lewis Inc., have warehouses in Arizona. These distributors account for 63% of the food stored for in-state consumption. An additional 5 distributors account for 33% of Arizona's food stocks. The small amount of food that is warehoused outside Arizona comes mainly from 5 distributors in California and Washington.

The statistical profile describing food distribution in Region IX, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Arizona food support annex to include food distribution details which are consistent with regional food distribution patterns.

CALIFORNIA SUMMARY

The statistical profile of food distribution in Region IX shows that the supermarkets of California are almost solely served by warehouses located within the state. Only 0.3% of the food currently reaching Californians is warehoused outside the state. Thus little interstate coordination will be required in planning for food distribution to Californians under crisis relocation conditions. California itself plays a key role in the food supplies of Nevada, supplying roughly 78% of the food consumed by Nevada residents.

Nine of the top ten distributors in Region IX have warehouses in California. These distributors account for 83% of the food stored for in-state consumption. An additional 9 distributors account for 14% of California's food supplies. The small amount of food that is warehoused outside California comes mainly from 3 distributors in Oregon and Nevada.

The statistical profile describing food distribution in Region IX, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the California food support annex to include food distribution details which are consistent with regional food distribution patterns.

NEVADA SUMMARY

The statistical profile of food distribution in Region IX shows that Nevada is heavily dependent on warehouses outside the state for its food supplies. Only 14% of the food currently reaching Nevada residents is warehoused within the state. The chief out-of-state suppliers are a variety of distributors located in California, which warehouse roughly 78% of Nevada's food stocks, primarily serving the risk areas of Las Vegas and Reno. Thus interstate coordination will be essential in planning for food distribution to these risk areas under crisis relocation conditions.

Within Nevada, two distributors (Bavarian Wholesale Grocery Co. and Alfred M Lewis Inc.) account for 14% of the food stored for in-state consumption. Most of the food coming from California is in the hands of 8 distributors, while the remaining stocks warehoused in Arizona and Utah are in the hands of more than 5 distributors.

The statistical profile describing food distribution in Region IX, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Nevada food support annex to include food distribution details which are consistent with regional food distribution patterns.

APPENDIX C
TOP TEN DISTRIBUTORS

TOP TEN FOOD DISTRIBUTORS
SERVING REGION 09

DISTRIBUTOR	NUMBER OF WARE- HOUSES	ANNUAL RETAIL SALES (\$1000)	NUMBER OF STORES SERVED	AVERAGE SALES PER STORE
1 CERTIFIED GROCERS OF CALIFORNIA CERTIFIED GROCERS OF CALIF LOS ANGELES CA	1	3,611,000	855	4,223
2 SAFEWAY STORES SAFEWAY STORES INC DOWNEY CA FREMONT CA SACRAMENTO CA PHOENIX AZ SALT LAKE CITY UT	5	3,541,750 1,399,750 1,174,500 617,000 335,500 15,000	555 216 182 87 68 2	6,382 6,480 6,453 7,092 4,934 7,500
3 LUCKY STORES LUCKY STORES INC BUENA PARK CA SAN LEANDRO CA	2	2,746,000 1,619,000 1,127,000	330 171 159	8,321 9,468 7,088
4 UNITED GROCERS (CA) UNITED GROCERS LTD RICHMOND CA SACRAMENTO CA FRESNO CA UNITED GROCERS LTD HDQ RICHMOND CA	4	1,942,500 1,037,250 544,500 354,750 6,000	653 309 177 163 4	2,975 3,357 3,076 2,176 1,500
5 ALPHA BETA ALPHA BETA CO (WSTN CALIF) LA HABRA CA ALPHA BETA CO (NO CALIF) MILPITAS CA	2	1,837,000 1,280,000 557,000	299 213 86	6,144 6,009 6,477
6 VONS GROCERY VONS GROCERY CO EL MONTE CA	1	1,211,500	167	7,254
7 ASSOCIATED GROCERS (AZ) ASSOCIATED GROCERS PHOENIX AZ	1	894,750	217	4,123
8 RALPHS GROCERY RALPHS GROCERY CO COMPTON CA	1	852,000	98	8,694

TOP TEN FOOD DISTRIBUTORS
SERVING REGION 09

DISTRIBUTOR	NUMBER OF WARE- HOUSES	ANNUAL RETAIL SALES (\$1000)	NUMBER OF STORES SERVED	AVERAGE SALES PER STORE
9 FLEMING	2	782,500	175	4,471
FLEMING CO INC				
FREMONT CA		772,500	174	4,440
OAKLAND CA		10,000	1	10,000
10 ALFRED M LEWIS	5	682,750	201	3,397
ALFRED M LEWIS INC				
PHOENIX AZ		433,250	69	6,279
NORTHRIDGE CA		105,750	53	1,995
RIVERSIDE CA		68,750	40	1,719
NATIONAL CITY CA		48,250	31	1,556
LAS VEGAS NV		26,750	8	3,344

APPENDIX D

SAMPLE REALLOCATION PLAN

FOR

THE STATE OF CALIFORNIA

INTRODUCTION

Nuclear Civil Protection (NCP) Planning encompasses two strategies: in-place protection and crisis relocation. Under the crisis relocation strategy, people from areas threatened by a high risk of nuclear attack will be relocated to hosting areas judged to be safely removed from the hazardous effects of nuclear explosion. The existing food distribution system must then be adjusted and reconfigured to meet the needs of the relocated population.

This plan has been developed to provide a quantitative picture of food distribution networks serving the risk areas and their host counties in California before and after relocation. It discusses the adjustments and strategies entailed in the proposed reallocation plan. In addition, it addresses the problem of transportation stress experienced by major distributors as a result of the reconfiguration of the existing food distribution system.

STATE OF CALIFORNIA
SUMMARY OF EXISTING FOOD DISTRIBUTION SYSTEM

California is highly urbanized, with over 80% of its population living in areas threatened by nuclear attack. Hosting accommodations are relatively scarce outside these areas, and the average host area would have to accommodate several times its normal population under crisis relocation conditions (an average of 4.5 to 1). Exhibit 1 depicts the risk areas in California.

The statistical profile of food distribution in California shows that state residents are almost solely served by warehouses located within the state boundaries. Less than 1% of the food currently reaching Californians is warehoused outside the state. In California, wholesale stocks tend to be held in distribution centers in such major cities as Los Angeles, San Francisco and San Diego, with only 6% of the state's wholesale food warehouses located in host areas. Food stockpiles under federal control are quite small, except for stocks of dry milk maintained in several risk area locations.

Most of the food stocks warehoused in California are for in-state consumption, with less than 5% of its stocks reserved for out-of-state residents. Of the major distributors serving California, Certified Grocers (Los Angeles warehouse), Safeway Stores (Richmond, Santa Fe Springs and Sacramento warehouses), Lucky Stores (Buena Park and Vacaville warehouses), United Grocers (Richmond, Sacramento and Fresno warehouses), Alpha Beta (La Habra and Milpitas warehouses), Vons Grocery (El Monte warehouse) and Fleming (Fremont warehouse) account for 77% of the food consumed in the conglomerate. In California, retail food outlets tend to be distributed in accordance with the population. Approximately 13% of the grocery store sales in California are in host areas and 87% in risk areas.

Of these major distributors, Certified Grocers commands 18% of the state's retail market. Lucky and Safeway Stores each supply 16% and 14% of the retail food stores, while United Grocers and Alpha Beta each have about 10% of the market. Exhibit 2 displays the annual sales volume of the major distribution warehouses serving California.

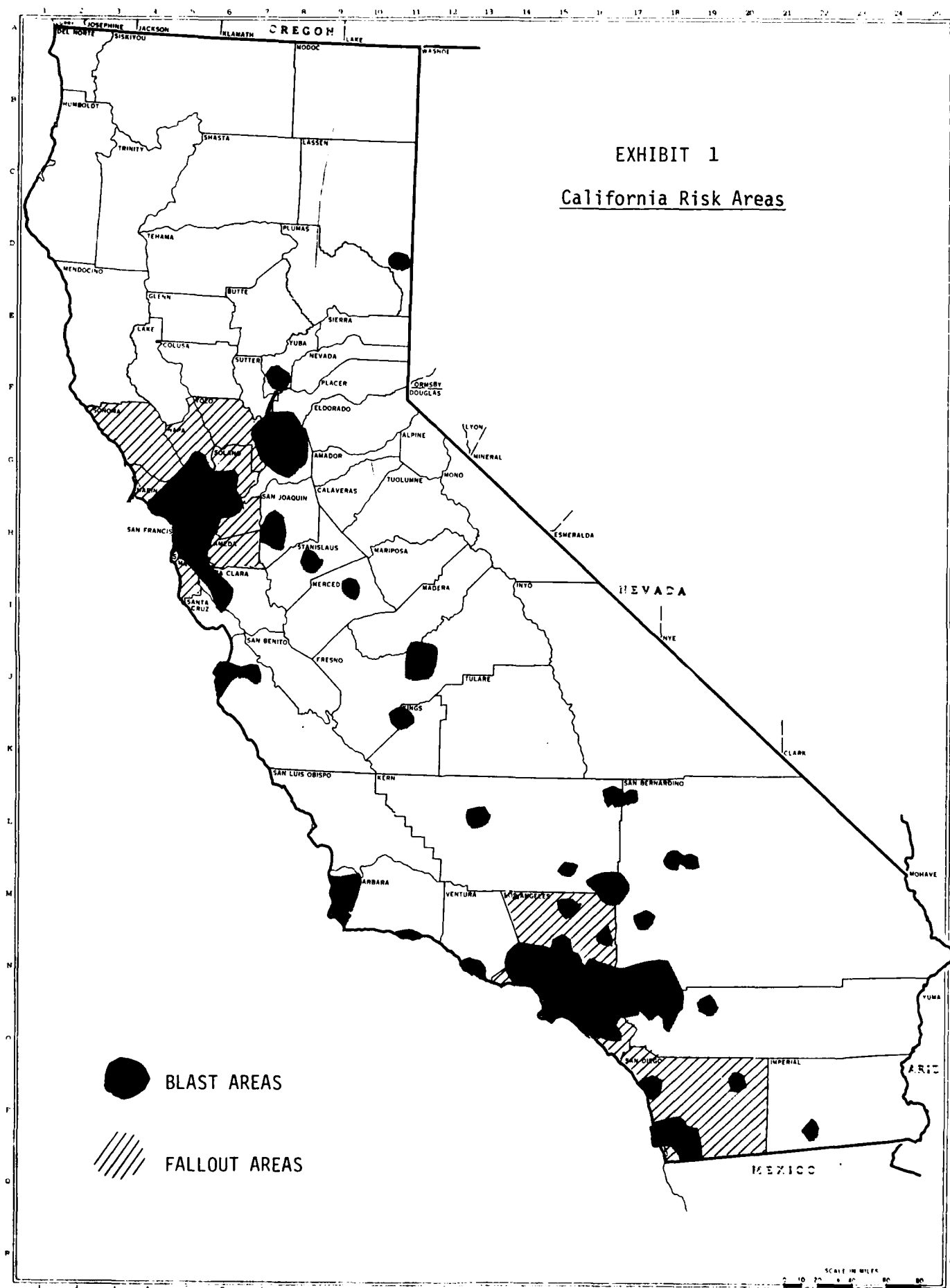
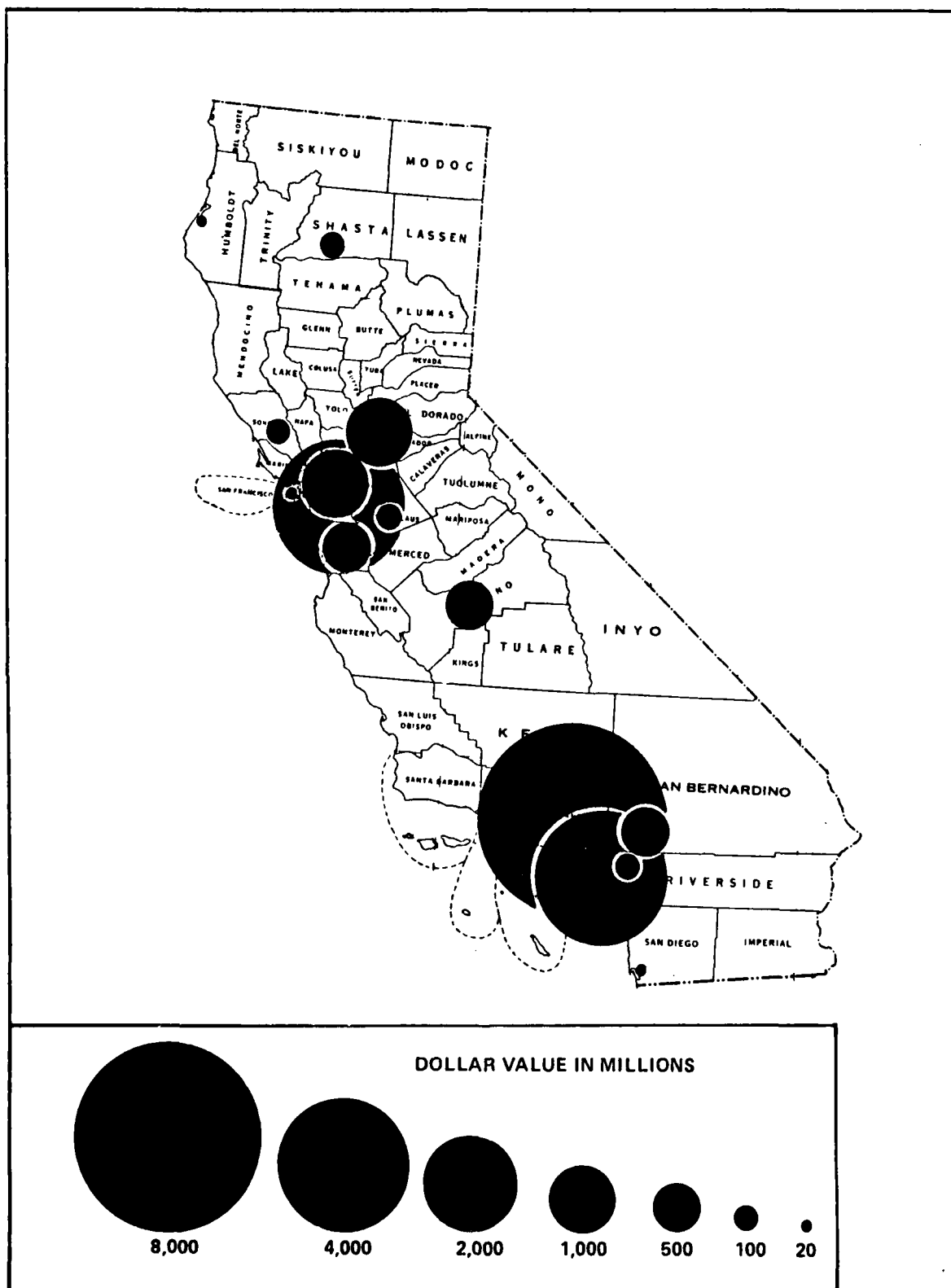


EXHIBIT 2
DOLLAR VOLUME OF MAJOR FOOD DISTRIBUTION CENTERS
IN
CALIFORNIA



STATE OF CALIFORNIA
PROPOSED FOOD DISTRIBUTION SYSTEM ADJUSTMENTS
FOR CRISIS RELOCATION

The chief adjustment in the food distribution system in support of the crisis relocation strategy entails the shift of supplies from risk area retail outlets to host area retail outlets and mass feeding centers. In general, wholesale warehouses serving the risk population before evacuation will continue to do so after evacuation by shifting deliveries from their risk area stores to their host area stores. Food will be delivered to relocatees through a combination of retail outlets and mass feeding centers. Wholesale warehouses with no host-area outlets will supply mass feeding centers directly. Major food processing activities in the risk area will continue operations throughout the evacuation period. In addition, stockpiles maintained by USDA/ASCS in the risk areas (e.g. dried milk stockpiled in Sacramento and Los Angeles) for emergency uses should be moved to host areas.

In developing reallocation plans for California, the current study relied heavily on a recent SYSTAN analysis of food movement throughout the state (Reference 1). The analysis developed reallocation plans for twenty-four Californian wholesalers, and identified several measures which would help to alleviate the distribution problems accompanying high hosting and long transportation distances. These measures included:

1. Planning for limited intercompany transfers to reduce transportation stress and balance host-area shipments;
2. Assignment of secondary warehouse space in the host areas to each major risk-area distributor, to be used as necessary to augment risk-area wholesale operations;
3. Guidelines for limited use of drop-shipments directly from processors to host-area retailers, under the central control of major distributors; and
4. Provision for rail shipments of canned goods and other dry groceries from processors' risk-area warehouses to host-area warehouses, secondary distribution centers, intermodal transfer points, or rail sidings.

Exhibit 3 shows the individual reallocation plans for the major Californian wholesalers, expressed in terms of current shipment levels. The proposed relocation plan for the state would double the overall distances required for making local deliveries, and transportation stress factors for individual wholesalers would range from under 1.0 to 6.0.

To alleviate the problem of food storage space in the host counties, distributors should consider using a shuttle system in

which full trailers are left in the host area as storage depots, emptied, and replaced with another trailer load on the return trip. This mode of operation would alleviate much of the need for additional storage space, but it could also increase the requirement for trailers as much as 100% depending on the transportation stress level experienced by individual warehouses.

Section 3.B.2 tabulates the percentage of truck capacity by weight and volume devoted to the shipment of critical foodstuffs. As an additional planning aid, this information is broken down into case- and pallet-loadings for two truckloads capable of feeding 3,800 citizens (See Exhibit 4). Suggested shipping guidelines on essential foodstuffs for wholesalers serving the host area retail outlets may be found in Section 3.B.1.

Although the total post-relocation demand for food in each county can be estimated in advance, the exact split between mass feeding centers and retail outlets will not be known until the relocation is accomplished. The need for mass feeding centers is largest in host areas where they host a proportionally large number of evacuees and/or where their existing retail outlets are not served by the same distributors as in the risk areas. In California, because of the high hosting ratios and long transportation distances, host area retail outlets are presumed to handle up to eight times of their pre-relocation levels. Even with this relaxed retail stress, the outlets of Certified Grocers (Los Angeles warehouse), Alpha Beta (La Habra and Milpitas warehouses), Lucky Stores (Buena Park warehouse), and Market Basket (Los Angeles warehouse) in the host areas will experience demand increases in excess of 800% in the absence of mass feeding centers. Hence the establishment of mass feeding centers should be an integral part of the planning process in California.

EXHIBIT 3

SUMMARY OF REVISED WHOLESALE-RETAIL DISTRIBUTION PATTERNS

- Cease shipments to all risk-area supermarkets;
- Redirect food shipments to host-area counties as listed.

PLAN FOR ALPHA BETA WAREHOUSE IN LA HABRA

Stress level is 1.631
20 additional drivers needed

Store sales factors:

San Diego	8.0
Riverside	8.0
San Bernardino	8.0
Ventura	8.0
Tulare	6.7 (1) (2)

Shipments to mass feeding centers (tons/wk)

Orange	4680
San Diego	601

PLAN FOR ALPHA BETA WAREHOUSE IN MILPITAS

Stress level is 1.193

Store sales factors:

Santa Clara	5.2
Alameda	4.0
Fresno	7.2
San Benito	5.2
Santa Cruz	5.2
Sonoma	3.3
Solano	4.0
Tulare	6.7 (2)

Shipments to mass feeding centers (tons/wk)

San Luis Obispo	2095
-----------------	------

PLAN FOR CERTIFIED GROCERS WAREHOUSE IN LOS ANGELES

Stress level is 2.284
30 additional tractors needed
67 additional trailers needed
195 additional drivers needed

Store sales factors:

San Diego	8.0
Alameda	4.0
Fresno	7.2
Kern	7.6
Inyo	6.6
Mono	6.6
Riverside	8.0
Imperial	8.0
San Bernardino	8.0
San Luis Obispo	6.7
Santa Barbara	6.9
Ventura	8.0
Tulare	6.7

Shipments to mass feeding centers (tons/wk)

Santa Barbara	506
Ventura	2577

PLAN FOR FLEMING WAREHOUSE IN FREMONT

Stress level is 1.208

Store sales factors:

Sacramento	2.8
Santa Clara	4.8
Contra Costa	5.1
Alameda	3.7
Merced	5.1
Stanislaus	4.0
Napa	3.7
Marin	4.3
Santa Cruz	4.8
Sonoma	3.1
San Joaquin	4.4
Solano	3.7

PLAN FOR LUCKY'S WAREHOUSE IN VACAVILLE

Stress level is 2.455
57 additional tractors needed
115 additional trailers needed
302 additional drivers needed

Store sales factors:

Santa Clara	5.2
Alameda	4.0
Madera	5.2 (2)
Stanislaus	4.3
Monterey	5.2
Marin	4.7

United Grocers stores in:

Santa Clara	3.8
Fresno	5.1 (3)
Modoc	3.2
Kern	5.5
Madera	3.7
Mariposa	3.8
Humboldt	2.5
San Benito	3.7
Lake	3.2
Merced	4.0
Monterey	3.8
Tehama	2.8
Shasta	2.9
Marin	3.4
San Luis Obispo	4.9
Santa Cruz	3.7
Sonoma	2.4 (3)

- (1) normally served at least partially by another warehouse.
(2) served partially by another warehouse of the same company
(3) served partially by a warehouse of another company

EXHIBIT 3

SUMMARY OF REVISED WHOLESALE-RETAIL DISTRIBUTION PATTERNS (continued)

PLAN FOR RALPH'S WAREHOUSE IN COMPTON

Stress level is 2.067
63 additional drivers needed

Store sales factors:

Safeway stores in:

Santa Clara	4.1
San Diego	6.3 (3)
Fresno	5.6
Kern	6.0
Kings	5.3
San Bernardino	6.3 (3)
Monterey	4.1
Santa Barbara	5.4
Santa Cruz	4.1
Tulare	5.2

PLAN FOR SAFEWAY WAREHOUSE IN SACRAMENTO

Stress level is 1.027

Store sales factors:

Inyo	5.2 (1)
Mono	5.2 (1)
Amador	3.5
Merced	4.3
Stanislaus	3.4
Butte	2.3
El Dorado	3.4
Plumas	3.4
Tehama	3.0
Shasta	3.2 (2)

PLAN FOR SAFEWAY WAREHOUSE IN RICHMOND

Stress level is 2.855
95 additional tractors needed
190 additional trailers needed
321 additional drivers needed

Store sales factors:

Orange	6.3 (1) (2)
Alameda	3.2
Calaveras	4.1 (1)
Placer	3.4 (1)
Del Norte	2.1
Humboldt	2.7
Nevada	3.4 (1)
Lake	3.5
Napa	3.1
Shasta	3.2 (1) (2)
Sonoma	2.6
Tuolumne	4.1 (1)
San Joaquin	3.8 (1)
Lassen	3.5 (1)
Mendocino	3.5
Solano	3.2 (1)
Glenn	2.8 (1)
Siskiyou	3.2 (1)
Sutter	1.2 (1)

PLAN FOR SAFEWAY WAREHOUSE

IN SANTA FE SPRINGS

Stress level is 1.164

Store sales factors:

Orange	6.3 (2)
Los Angeles	6.3
Riverside	6.3
San Bernardino	6.3 (3)
Ventura	6.3

PLAN FOR SAFEWAY WAREHOUSE IN SAN DIEGO

Stress level is 1.614
4 additional drivers needed

Store sales factors:

San Diego	6.3 (3)
Imperial	6.3

PLAN FOR UNITED GROCERS WAREHOUSE IN FRESNO

Stress level is 0.298

Store sales factors:

Fresno	5.1 (3)
Kings	4.9

PLAN FOR UNITED GROCERS WAREHOUSE

IN RICHMOND

Stress level is 1.932
25 additional drivers needed

Store sales factors:

Sacramento	2.1 (1)
Alameda	2.9
Calaveras	3.7
Placer	3.1
Mono	4.8 (1)
Colusa	1.7
Nevada	3.1
Amador	3.2 (1)
Yuba	1.7 (1)
Napa	2.9
Butte	2.1 (1)
El Dorado	3.1 (1)
Plumas	3.1 (1)
Sierra	3.2 (1)
Sonoma	2.4 (1) (3)
Tuolumne	3.8 (1)
San Joaquin	3.5 (1)
Mendocino	3.2 (1)
Solano	2.9 (1)
Tulare	4.8 (1) (2)
Trinity	2.9 (1)
Glenn	2.6 (1)
Yolo	2.9 (1)
Siskiyou	2.9 (1)
Sutter	1.1 (1)

- (1) normally served at least partially by another warehouse
- (2) served partially by another warehouse of the same company
- (3) served partially by a warehouse of another company

EXHIBIT 3

SUMMARY OF REVISED WHOLESALE-RETAIL DISTRIBUTION PATTERNS (continued)

PLAN FOR LUCKY'S WAREHOUSE IN BUENA PARK

Stress level is 5.991

851 additional tractors needed
1703 additional trailers needed
1819 additional drivers needed

Store sales factors:

Sacramento	3.0
Fresno	7.2 (1)
Madera	5.2 (1) (2)
Riverside	8.0
San Bernardino	8.0
Sonoma	3.3 (1)
San Joaquin	4.8 (1)
Solano	4.0 (1)
Ventura	8.0

Shipments to mass feeding centers (tons/wk)

San Diego	5512
Riverside	6013
Imperial	1222
San Bernardino	1381

PLAN FOR MARKET BASKET WAREHOUSE

IN LOS ANGELES

Stress level is 4.977

54 additional tractors needed
134 additional trailers needed
149 additional drivers needed

Shipments to mass feeding centers (tons/wk)

Kern	2015
Inyo	167
San Bernardino	1772
San Luis Obispo	451
Santa Barbara	997

PLAN FOR MARKET WHOLESALERS WAREHOUSE

IN FRESNO

Stress level is 1.411

Store sales factors:

Fresno	2.3 (2)
Kern	2.4
Kings	2.1
San Luis Obispo	2.1

PLAN FOR MARKET WHOLESALERS WAREHOUSE

IN SACRAMENTO

Stress level is 2.155

7 additional drivers needed

Store sales factors:

Fresno	2.3 (1) (2)
Calaveras	1.6
Placer	1.4
Colusa	0.7 (1)
Nevada	1.4
Amador	1.4
Yuba	0.8
Stanislaus	1.4 (1)
Butte	0.9 (1)
El Dorado	1.4
Plumas	1.4 (1)
Sierra	1.4
Tuolumne	1.6 (1)
San Joaquin	1.5 (1)
Tulare	2.1 (2)

PLAN FOR MARKET WHOLESALERS WAREHOUSE

IN SANTA ROSA

Stress level is 2.631

4 additional tractors needed
4 additional trailers needed
11 additional drivers needed

Store sales factors:

Alameda	1.3 (1)
Mariposa	1.7 (1)
Lake	1.4 (1)
Merced	1.7 (1)
Napa	1.3
Marin	1.5
Sonoma	1.0 (1)
Mendocino	1.4 (1)
Solano	1.3 (1)
Tulare	2.1 (1) (2)
Trinity	1.3 (2)
Yolo	1.3 (1)

PLAN FOR MARKET WHOLESALERS WAREHOUSE

IN REDDING

Stress level is 0.823

Store sales factors:

Modoc	1.4 (1)
Del Norte	0.8
Humboldt	1.1 (1)
Tehama	1.2 (1)
Shasta	1.3 (1)
Lassen	1.4 (1)
Trinity	1.3 (2)
Glenn	1.1 (1)
Siskiyou	1.3
Sutter	0.5 (1)

- (1) normally served at least partially by another warehouse
(2) served partially by another warehouse of the same company
(3) served partially by a warehouse of another company

EXHIBIT 3

SUMMARY OF REVISED WHOLESALE-RETAIL DISTRIBUTION PATTERNS (continued)

PLAN FOR UNITED GROCERS WAREHOUSE

IN SACRAMENTO

Stress level is 2.533
12 additional tractors needed
19 additional trailers needed
41 additional drivers needed

Store sales factors:

Stanislaus	3.1 (1)
Lassen	3.2
Tulare	4.8 (1) (2)

PLAN FOR VONS WAREHOUSE IN EL MONTE

Stress level is 1.781
30 additional drivers needed

Store sales factors:

San Diego	7.6
Riverside	7.6
San Bernardino	7.6
Santa Barbara	6.6

PLAN FOR RESTAURANT AND INSTITUTIONAL

WAREHOUSES IN NORTHERN CALIFORNIA

Stress level is 1.133

Shipments to mass feeding centers (tons/wk)

Sacramento	26
Contra Costa	97
Alameda	450
Fresno	2608
Calaveras	220
Modoc	141
Placer	439
Mono	76
Madera	366
Colusa	127
Mariposa	142
Del Norte	129
Humboldt	1125
Nevada	391
Kings	1143
Amador	189
Lake	332
Yuba	255
Merced	934
Stanislaus	530
Alpine	5
Napa	204
San Mateo	13
Marin	16
Sierra	45
Sonoma	1260
Mendocino	852

PLAN FOR RESTAURANT AND INSTITUTIONAL

WAREHOUSES IN SOUTHERN CALIFORNIA

Stress level is 3.318
369 additional tractors needed
554 additional trailers needed
1024 additional drivers needed

Shipments to mass feeding centers (tons/wk)

Santa Clara	247
Los Angeles	1674
Placer	309
San Benito	101
Monterey	405
Butte	1127
El Dorado	731
Plumas	239
Tehama	467
Shasta	1230
Santa Cruz	1221
Tuolumne	361
San Joaquin	921
Lassen	253
Solano	540
Ventura	735
Tulare	2628
Trinity	169
Glenn	290
Yolo	920
Siskiyou	462
Sutter	238

PLAN FOR OTHERS WAREHOUSES

IN NORTHERN CALIFORNIA

Stress level is 1.058

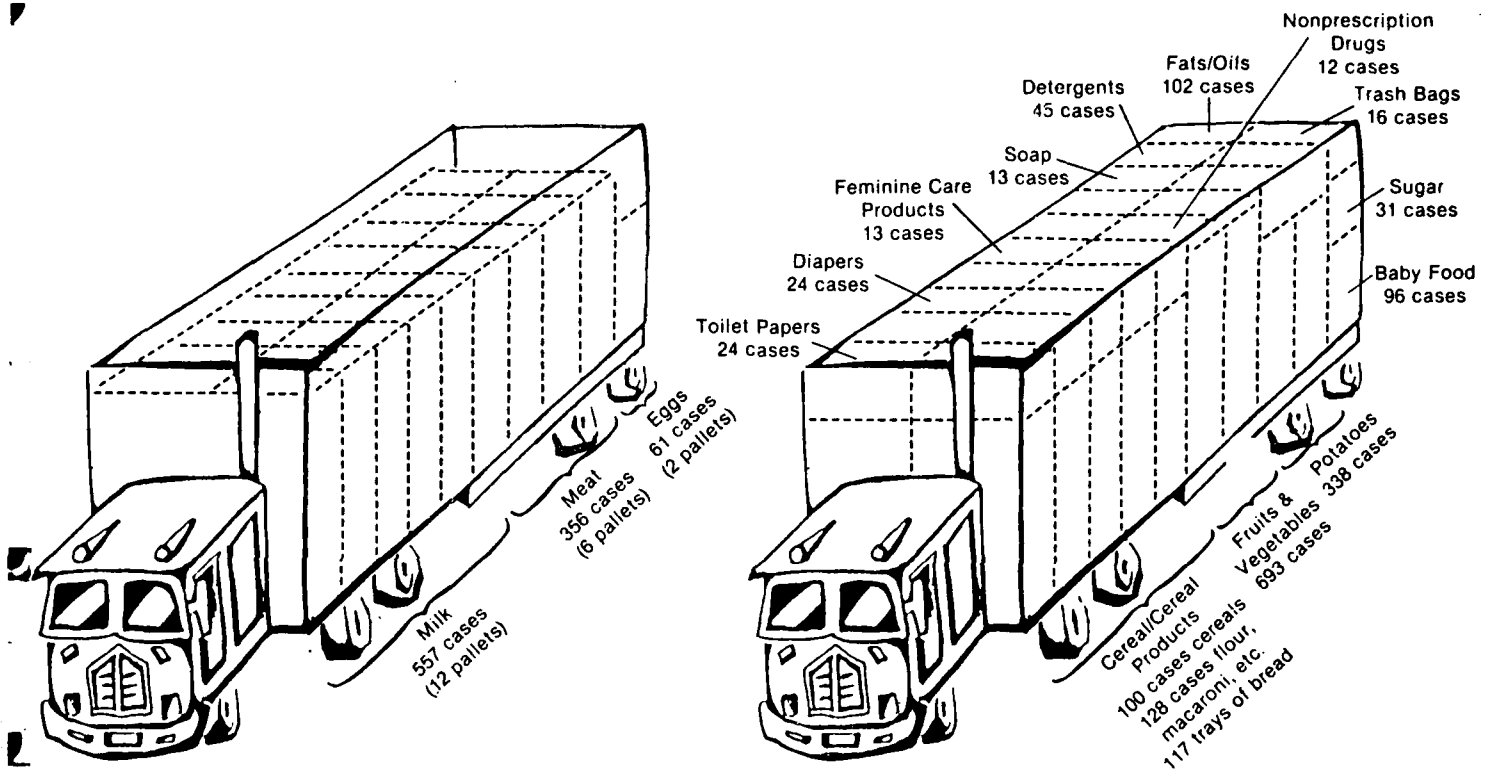
PLAN FOR OTHERS WAREHOUSES

IN SOUTHERN CALIFORNIA

Stress level is 2.238
19 additional tractors needed
29 additional trailers needed
228 additional drivers needed

- (1) normally served at least partially by another warehouse
(2) served partially by another warehouse of the same company
(3) served partially by a warehouse of another company

EXHIBIT 4



TWO TRUCKLOADS CAPABLE OF SUSTAINING 3800 PEOPLE FOR ONE WEEK

FOOD (refrigerated transport)		FOOD (non-refrigerated transport)		NON-FOOD	
Milk	557 cases	Cereals	345 cases	Paper Products	64 cases
Meat	356 cases	Fruits & Vegetables	693 cases	Hygiene Items	71 cases
Eggs	61 cases	Potatoes	338 cases	Aspirin	12 cases
		Fats & Oils	102 cases		
		Sugar	31 cases		
		Baby Food	96 cases		

STATE OF CALIFORNIA TRANSPORTATION STRESS

To explore quantitatively the extent of the strain placed on the local delivery system of a warehouse as a result of crisis relocation, a transportation stress factor (defined as the ratio of post-evacuation ton-miles to pre-evacuation ton-miles) has been estimated for the major Californian wholesalers serving California. From the standpoint of the risk areas in California, the transportation stress factor can be considered to have two components:

- (1) Additional mileage imposed by the movement of risk area residents away from their normal source of supply.
- (2) Mileage requirements imposed by the continued operation of the remaining distribution network, some of which will be reconfigured in response to other risk area movements.

Food transportation requirements under crisis relocation conditions in California are significantly affected by the state's high hosting ratios and unique geography. The transportation stress imposed by the relocation of all the risk areas in California ranges from under 1.0 (United Grocers' Fresno warehouse and Market Wholesalers' Redding warehouse) to 6.0 (Lucky's Buena Park warehouse).

Transportation stress for Californian wholesalers can be reduced somewhat by encouraging selective intercompany transfers in which wholesalers with few host-area outlets ship to stores of wholesalers with a relatively large number of host-area outlets. In California, for example, Ralph's Los Angeles warehouse should supply some of Safeway's host-area stores, while the Lucky warehouse in Vacaville should ship to some of United Grocers' host-area outlets. The use of drop-shipments and host area warehouse space will also reduce transportation stress.

Since research has shown that existing transportation equipment is not generally used to capacity, driver and vehicle productivity can be increased by relaxing regulatory constraints (e.g. relaxing driver restrictions and weight limitations) and improving utilization of existing equipment (e.g. shipping only full-pallet loads; eliminating slack in current vehicle schedule; relaxing maintenance requirements; shipping only essential items; and eliminating light loads). A detailed redistribution plan with estimated transportation stress factor and equipment needs for each major warehouse in California may be found in Exhibit 3. The proposed relocation plan for the state would double the current overall distances required for making local deliveries. By utilizing the equipment to capacity, it is estimated that the

transportation stress resulting from crisis relocation in California would impose a requirement for 1,491 additional tractors, 2,815 additional trailers, and 4,239 additional drivers. These requirements can be met by diverting vehicles and drivers from less critical sectors of the economy.

Whenever trailers are shuttled and used for host area storage, it is estimated that one additional trailer will be needed for each trailer employed for storage if the transportation stress level experienced by the warehouse exceeds 1.8. As the stress level falls below 1.8, some existing trailers may become available for host area storage. The number of trailers which can be used in this fashion increases as the stress level drops. At a stress level of 1.0, it is estimated that as much as 50% of the existing trailer fleet could be used for on-site storage in the host areas.

APPENDIX E
COUNTY LISTINGS

COUNTY SUPPLIERS

TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
-----------------	----------------	------------	------------	------------	-----------	---------------------

REGION 09
STATE: AZ

APACHE

ALFRED M LEWIS INC	PHOENIX AZ	1	0	0	0	1	0	5,000
ASSOCIATED GROCERS	PHOENIX AZ	6	1	3	1	1	0	13,250
NATIONAL GROCERY CO	CHANDLER AZ	1	0	0	0	0	1	15,000
COUNTY TOTAL:		8	1	3	1	2	1	33,250

COCHISE

A J BAYLESS MARKET INC	PHOENIX AZ	2	0	0	1	1	0	8,000
ARDEN MAYFAIR INC	PHOENIX AZ	2	0	0	1	1	0	10,000
ASSOCIATED GROCERS	PHOENIX AZ	7	1	5	1	0	0	11,250
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
FHELPS DODGE MERCANTILE CO	DOUGLAS AZ	3	0	0	3	0	0	9,000
SAFeway STORES INC	PHOENIX AZ	3	0	0	1	1	1	20,000
COUNTY TOTAL:		18	1	5	7	3	2	73,250

COCONINO

A J BAYLESS MARKET INC	PHOENIX AZ	3	0	0	1	2	0	13,000
ARDEN MAYFAIR INC	PHOENIX AZ	2	0	0	1	1	0	10,000
ASSOCIATED GROCERS	PHOENIX AZ	14	3	3	6	2	0	38,750
NATIONAL GROCERY CO	CHANDLER AZ	1	0	0	0	1	0	5,000
SAFeway STORES INC	PHOENIX AZ	3	0	0	1	1	1	20,000
COUNTY TOTAL:		23	3	3	9	7	1	86,750

GILA

A J BAYLESS MARKET INC	PHOENIX AZ	2	0	0	0	2	0	10,000
ASSOCIATED GROCERS	PHOENIX AZ	9	4	3	0	2	0	17,500
SAFeway STORES INC	PHOENIX AZ	2	0	0	0	2	0	14,000
COUNTY TOTAL:		13	4	3	0	6	0	41,500

GRAHAM

A J BAYLESS MARKET INC	PHOENIX AZ	1	0	0	0	1	0	7,000
ALFRED M LEWIS INC	PHOENIX AZ	1	0	0	0	1	0	7,000
ARDEN MAYFAIR INC	PHOENIX AZ	1	0	0	0	1	0	5,000
ASSOCIATED GROCERS	PHOENIX AZ	1	0	1	0	0	0	1,500
SAFeway STORES INC	PHOENIX AZ	1	0	0	1	0	0	3,000
COUNTY TOTAL:		5	0	1	1	3	0	23,500

GREENLEE

ALFRED M LEWIS INC	PHOENIX AZ	1	0	0	1	0	0	3,000
ASSOCIATED GROCERS	PHOENIX AZ	1	1	0	0	0	0	750
FHELPS DODGE MERCANTILE CO	DOUGLAS AZ	1	0	0	0	1	0	5,000
COUNTY TOTAL:		3	1	0	1	1	0	8,750

MARICOPA

A J BAYLESS MARKET INC	PHOENIX AZ	34	0	2	19	12	1	146,000
ALFRED M LEWIS INC	PHOENIX AZ	33	4	1	6	7	15	250,500
ARDEN MAYFAIR INC	PHOENIX AZ	14	0	1	5	8	0	66,500
ASSOCIATED GROCERS	PHOENIX AZ	91	24	6	10	27	24	562,000
FRY'S FOOD STORES	PHOENIX AZ	23	0	0	1	16	6	186,000
MILITARY	BUY DIRECT	2	0	0	0	0	2	30,000
NATIONAL GROCERY CO	CHANDLER AZ	24	0	0	13	10	1	113,000
SAFeway STORES INC	PHOENIX AZ	30	0	1	20	9	0	116,500
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		252	28	11	75	89	49	1,473,500

MOHAVE

A J BAYLESS MARKET INC	PHOENIX AZ	1	0	0	0	1	0	5,000
ARDEN MAYFAIR INC	PHOENIX AZ	1	0	0	0	0	1	10,000
ASSOCIATED GROCERS	PHOENIX AZ	12	4	4	3	1	0	23,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	1	0	0	3,000
NATIONAL GROCERY CO	CHANDLER AZ	1	0	0	0	0	1	10,000
SAFeway STORES INC	PHOENIX AZ	4	0	0	2	2	0	20,000
SMALL SUPPLIERS		2	0	0	0	1	1	15,000
COUNTY TOTAL:		22	4	4	6	5	3	86,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 09, STATE AZ (CONTINUED)								
NAVAJO								
A J BAYLESS MARKET INC	PHOENIX AZ	2	0	0	0	2	0	14,000
ASSOCIATED GROCERS	PHOENIX AZ	11	2	4	5	0	0	22,500
SAFeway STORES INC	PHOENIX AZ	3	0	0	1	2	0	17,000
COUNTY TOTAL:		16	2	4	6	4	0	53,500
PIMA								
A J BAYLESS MARKET INC	PHOENIX AZ	12	0	1	5	6	0	52,500
ALFRED M LEWIS INC	PHOENIX AZ	23	1	3	4	7	8	148,250
ARDEN MAYFAIR INC	PHOENIX AZ	16	1	2	7	6	0	60,750
ASSOCIATED GROCERS	PHOENIX AZ	22	10	1	7	1	3	82,000
FRY'S FOOD STORES	PHOENIX AZ	6	0	0	0	6	0	38,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
PHelps DODGE MERCANTILE CO	DOUGLAS AZ	1	0	0	1	0	0	3,000
SAFeway STORES INC	PHOENIX AZ	14	0	0	5	4	5	87,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		96	12	8	29	30	17	488,000
PINAL								
A J BAYLESS MARKET INC	PHOENIX AZ	1	0	0	1	0	0	3,000
ALFRED M LEWIS INC	PHOENIX AZ	4	3	0	1	0	0	5,250
ASSOCIATED GROCERS	PHOENIX AZ	15	6	3	5	1	0	31,000
NATIONAL GROCERY CO	CHANDLER AZ	3	0	0	1	1	1	18,000
SAFeway STORES INC	PHOENIX AZ	2	0	0	1	1	0	8,000
SMALL SUPPLIERS		1	1	0	2	0	0	750
COUNTY TOTAL:		26	10	3	9	3	1	66,000
SANTA CRUZ								
ALFRED M LEWIS INC	RIVERSIDE CA	1	0	1	0	0	0	1,500
ALFRED M LEWIS INC	PHOENIX AZ	3	0	1	2	0	0	7,500
ARDEN MAYFAIR INC	PHOENIX AZ	1	0	0	1	0	0	3,000
ASSOCIATED GROCERS	PHOENIX AZ	6	2	3	0	1	0	11,000
SAFeway STORES INC	PHOENIX AZ	2	0	0	2	0	0	6,000
COUNTY TOTAL:		13	2	5	5	1	0	29,000
YAVAPAI								
A J BAYLESS MARKET INC	PHOENIX AZ	1	0	0	0	1	0	7,000
ASSOCIATED GROCERS	PHOENIX AZ	8	5	0	2	1	0	14,750
FRY'S FOOD STORES	PHOENIX AZ	1	0	0	0	0	1	10,000
SAFeway STORES INC	PHOENIX AZ	4	0	0	0	4	0	24,000
COUNTY TOTAL:		14	5	0	2	6	1	55,750
YUMA								
A J BAYLESS MARKET INC	PHOENIX AZ	1	0	0	1	0	0	3,000
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	1	0	0	0	1	0	7,000
ALFRED M LEWIS INC	PHOENIX AZ	3	1	0	2	0	0	6,750
ARDEN MAYFAIR INC	PHOENIX AZ	1	0	0	0	1	0	5,000
ASSOCIATED GROCERS	PHOENIX AZ	10	2	2	5	0	1	29,500
ASSOCIATED GROCERS INC	SEATTLE WA	1	1	0	0	0	0	750
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	0	1	0	5,000
MILITARY	BUY DIRECT	2	0	1	1	0	0	4,500
SAFeway STORES INC	DOWNEY CA	2	0	0	1	1	0	10,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		23	4	4	10	4	1	73,000
AZ STATE TOTAL:								
		532	77	54	161	164	76	2,591,750

COUNTY SUPPLIERS

TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
-----------------	----------------	------------	------------	------------	-----------	---------------------

REGION 09
STATE: CA

ALAMEDA

ALPHA BETA CO (NO CALIF)	MILPITAS CA	9	0	0	1	5	3	68,000
ASSOCIATED COOP INC	RICHMOND CA	7	0	1	1	4	1	38,500
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	6	0	0	1	3	2	45,000
FLEMING CO INC	FREMONT CA	20	5	3	10	2	0	50,250
LUCKY STORES INC	SAN LEANDRO CA	32	0	0	7	14	11	213,000
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	9	0	2	5	2	0	28,000
MARKET WHOLESALE GROCERY CO	MODESTO CA	4	0	0	3	1	0	14,000
MILITARY	BUY DIRECT	2	0	0	0	0	2	25,000
SAFEWAY STORES INC	FREMONT CA	35	0	0	5	21	9	238,000
UNITED GROCERS LTD	RICHMOND CA	35	14	14	4	3	0	64,500
UNITED GROCERS LTD HDQ	RICHMOND CA	1	0	1	0	0	0	1,500
SMALL SUPPLIERS		3	1	2	0	0	0	3,750
COUNTY TOTAL:		163	20	23	37	55	28	794,500

ANADOR

FLEMING CO INC	FREMONT CA	2	0	0	2	0	0	6,000
MARKET WHOLESALE GROCERY CO	MODESTO CA	1	1	0	0	0	0	750
SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	0	1	0	5,000
UNITED GROCERS LTD	SACRAMENTO CA	5	3	1	1	0	0	6,750
COUNTY TOTAL:		9	4	1	3	1	0	18,500

BUTTE

FLEMING CO INC	FREMONT CA	2	0	0	0	1	1	17,000
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	0	1	10,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	5	0	1	2	2	0	17,500
SAFEWAY STORES INC	SACRAMENTO CA	5	0	0	0	2	3	42,000
UNITED GROCERS LTD	SACRAMENTO CA	14	5	1	4	3	1	47,250
SMALL SUPPLIERS		2	2	0	0	0	0	1,500
COUNTY TOTAL:		29	7	2	6	8	6	135,250

CALAVERAS

SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	1	0	0	3,000
UNITED GROCERS LTD	SACRAMENTO CA	3	1	2	0	0	0	3,750
COUNTY TOTAL:		4	1	2	1	0	0	6,750

COLUSA

FLEMING CO INC	FREMONT CA	1	0	0	1	0	0	3,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	1	0	1	0	0	0	1,500
UNITED GROCERS LTD	SACRAMENTO CA	4	1	3	0	0	0	5,250
COUNTY TOTAL:		6	1	4	1	0	0	9,750

CONTRA COSTA

ALPHA BETA CO (NO CALIF)	MILPITAS CA	6	0	0	1	5	0	34,000
ASSOCIATED COOP INC	RICHMOND CA	3	0	0	0	3	0	17,000
CANNED FOODS INC	SAN FRANCISCO CA	1	0	0	1	0	0	3,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	5	0	0	1	2	2	47,000
FLEMING CO INC	FREMONT CA	4	1	0	1	2	0	15,750
LUCKY STORES INC	SAN LEANDRO CA	21	0	0	6	10	5	128,000
MARKET WHOLESALE GROCERY CO	MODESTO CA	3	0	1	2	0	0	7,500
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	1	0	0	0	1	0	5,000
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	6	3	0	2	1	0	15,250
SAFEWAY STORES INC	FREMONT CA	27	0	0	4	18	5	196,000
UNITED GROCERS LTD	RICHMOND CA	34	6	11	9	8	0	92,000
UNITED GROCERS LTD	SACRAMENTO CA	2	0	0	0	1	1	20,000
UNITED GROCERS LTD HDQ	RICHMOND CA	2	1	0	1	0	0	3,750
SMALL SUPPLIERS		2	1	0	0	1	0	5,750
COUNTY TOTAL:		117	12	12	28	52	13	590,000

DEL NORTE

MARKET WHOLESALE GROCERY CO	EUREKA CA	1	0	0	1	0	0	3,000
SAFEWAY STORES INC	FREMONT CA	1	0	0	0	1	0	7,000
UNITED GROCERS INC	MEDFORD OR	2	1	1	0	0	0	2,250
UNITED GROCERS INC	PORTLAND OR	1	1	0	0	0	0	750
WEST COAST GROCERY CO	SALEM OR	1	0	0	1	0	0	3,000
COUNTY TOTAL:		6	2	1	2	1	0	16,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 09, STATE CA (CONTINUED)								
EL DORADO								
LUCKY STORES INC	SAN LEANDRO CA	2	0	0	0	1	1	15,000
SAFeway STORES INC	SACRAMENTO CA	5	0	0	0	3	2	41,000
UNITED GROCERS LTD	RICHMOND CA	2	0	0	0	2	0	10,000
UNITED GROCERS LTD	SACRAMENTO CA	2	1	0	0	0	1	10,750
COUNTY TOTAL:		11	1	0	0	6	4	79,750
FRESNO								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	6	0	0	0	6	0	34,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	17	1	0	8	8	0	68,750
FLEMING CO INC	FREMONT CA	1	0	1	0	0	0	1,500
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	1	0	7,000
MARKET WHOLESALE GROCERY CO	FRESNO CA	23	8	6	5	3	1	64,000
SAFeway STORES INC	SACRAMENTO CA	9	0	0	3	5	1	54,000
SMART AND FINAL IRIS	LOS ANGELES CA	2	0	0	0	1	1	22,000
UNITED GROCERS LTD	RICHMOND CA	4	0	0	2	1	1	21,000
UNITED GROCERS LTD	FRESNO CA	51	14	12	13	12	0	129,500
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		115	24	19	31	37	4	402,500
GLENN								
FLEMING CO INC	FREMONT CA	1	1	0	0	0	0	750
MARKET WHOLESALE GROCERY CO	ANDERSON CA	3	0	1	1	1	0	11,500
SAFeway STORES INC	SACRAMENTO CA	1	0	0	1	0	0	3,000
UNITED GROCERS LTD	SACRAMENTO CA	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	1	2	3	1	0	19,750
HUMBOLDT								
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	2	0	1	0	1	0	6,500
MARKET WHOLESALE GROCERY CO	EUREKA CA	6	4	1	1	0	0	7,500
MARKET WHOLESALE GROCERY CO	ANDERSON CA	12	9	1	2	0	0	14,250
SAFeway STORES INC	FREMONT CA	5	0	0	1	3	1	34,000
UNITED GROCERS INC	MEDFORD OR	11	1	3	5	2	0	30,250
UNITED GROCERS LTD	SACRAMENTO CA	2	1	1	0	0	0	2,250
COUNTY TOTAL:		38	15	7	9	6	1	94,750
IMPERIAL								
ALFRED M LEWIS INC	RIVERSIDE CA	4	2	2	0	0	0	4,500
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	15	1	6	4	3	1	53,750
MILITARY	BUY DIRECT	1	1	0	0	0	0	750
SAFeway STORES INC	DOWNEY CA	3	0	0	0	1	2	27,000
SMALL SUPPLIERS		3	2	1	0	0	0	3,000
COUNTY TOTAL:		26	6	9	4	4	3	89,000
INYO								
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	4	1	2	1	0	0	6,750
SAFeway STORES INC	DOWNEY CA	2	0	0	1	1	0	8,000
COUNTY TOTAL:		6	1	2	2	1	0	14,750
KERN								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	3	0	0	1	1	1	25,000
ALFRED M LEWIS INC	NORTHridge CA	11	2	5	3	1	0	23,000
ALPHA BETA CO (WSTN CALIF)	LA HABRA CA	3	0	0	3	0	0	9,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	26	0	13	10	2	1	71,500
MARKET WHOLESALE GROCERY CO	FRESNO CA	1	0	0	1	0	0	3,000
MILITARY	BUY DIRECT	2	0	0	1	0	1	13,000
SAFeway STORES INC	DOWNEY CA	11	0	0	2	6	3	73,000
SMART AND FINAL IRIS	LOS ANGELES CA	4	0	0	1	2	1	30,000
UNITED GROCERS LTD	FRESNO CA	12	4	5	2	1	0	21,500
VOHS GROCERY CO	EL MONTE CA	4	0	0	0	4	0	28,000
SMALL SUPPLIERS		2	0	2	0	0	0	3,000
COUNTY TOTAL:		79	6	25	24	17	7	302,000

COUNTY SUPPLIERS

REGION 09, STATE CA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
KINGS								
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	1	0	0	3,000
FLEMING CO INC	FREMONT CA	1	0	1	0	0	0	1,500
MARKET WHOLESALE GROCERY CO	FRESNO CA	3	0	0	2	1	0	11,000
MILITARY	BUY DIRECT	1	0	0	0	1	0	7,000
SAFeway STORES INC	SACRAMENTO CA	2	0	0	0	2	0	12,000
UNITED GROCERS LTD	FRESNO CA	6	0	6	0	0	0	9,000
COUNTY TOTAL:		14	0	7	3	4	0	43,500
LAKE								
FLEMING CO INC	FREMONT CA	1	0	0	0	0	1	10,000
SAFeway STORES INC	FREMONT CA	2	0	0	1	1	0	10,000
UNITED GROCERS LTD	SACRAMENTO CA	7	2	4	0	1	0	12,500
UNITED GROCERS LTD	RICHMOND CA	2	2	0	0	0	0	1,500
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		13	4	5	1	2	1	35,500
LASSEN								
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	0	1	0	5,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	1	0	0	1	0	0	3,000
MILITARY	BUY DIRECT	1	0	1	0	0	0	1,500
SAFeway STORES INC	SACRAMENTO CA	1	0	0	0	1	0	5,000
UNITED GROCERS LTD	SACRAMENTO CA	3	0	2	0	1	0	8,000
COUNTY TOTAL:		7	0	3	1	3	0	22,500
LOS ANGELES								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	32	0	0	4	20	8	230,000
ALFRED M LEWIS INC	RIVERSIDE CA	9	3	3	2	1	0	17,750
ALFRED M LEWIS INC	NORTHRIDGE CA	25	6	11	6	1	1	54,000
ALPHA BETA CO (WSTN CALIF)	LA HABRA CA	87	0	0	13	67	7	521,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	414	55	79	100	129	51	1,765,750
JEWEL FOOD STORES	CITY OF INDUSTRY CA	16	0	0	1	15	0	104,000
KROGER CO	LOS ANGELES CA	46	0	0	5	29	12	336,000
LUCKY STORES INC	BUENA PARK CA	78	0	0	3	35	40	739,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
RALPHS GROCERY CO	COMPTON CA	64	0	0	6	32	26	520,000
SAFeway STORES INC	DOWNEY CA	80	1	0	17	48	14	506,750
SMART AND FINAL IRIS	LOS ANGELES CA	20	0	0	13	5	2	84,000
STATER BROTHERS MARKETS	COLTON CA	14	0	0	3	11	0	74,000
UNITED GROCERS LTD	SACRAMENTO CA	1	1	0	0	0	0	750
VONS GROCERY CO	EL MONTE CA	72	0	1	7	38	26	543,500
SMALL SUPPLIERS		3	1	0	1	1	0	8,750
COUNTY TOTAL:		962	67	94	181	432	188	5,540,250
MADERA								
ALFRED M LEWIS INC	NORTHRIDGE CA	1	0	0	1	0	0	3,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	2	0	1	1	0	0	4,500
FLEMING CO INC	FREMONT CA	1	0	0	1	0	0	3,000
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	1	0	7,000
MARKET WHOLESALE GROCERY CO	FRESNO CA	1	1	0	0	0	0	750
UNITED GROCERS LTD	FRESNO CA	10	4	2	3	1	0	20,000
COUNTY TOTAL:		16	5	3	6	2	0	38,250
MARIN								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	4	0	0	2	2	0	18,000
ASSOCIATED COOP INC	RICHMOND CA	1	0	0	0	1	0	5,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	0	1	0	7,000
LUCKY STORES INC	SAN LEANDRO CA	3	0	0	0	1	2	25,000
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	2	0	1	1	0	0	4,500
MILITARY	BUY DIRECT	1	0	0	0	0	1	10,000
SAFeway STORES INC	FREMONT CA	9	0	0	1	7	1	59,000
UNITED GROCERS LTD	RICHMOND CA	21	2	5	7	4	3	89,000
COUNTY TOTAL:		42	2	6	11	16	7	217,500

COUNTY SUPPLIERS

REGION 09, STATE CA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
MARIPOSA								
MARKET WHOLESALE GROCERY CO	FRESNO CA	1	0	0	1	0	0	3,000
UNITED GROCERS LTD	FRESNO CA	2	1	1	0	0	0	2,250
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		4	2	1	1	0	0	6,000
MENDOCINO								
FLEMING CO INC	FREMONT CA	1	0	0	0	1	0	5,000
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	2	1	0	0	1	0	5,750
MARKET WHOLESALE GROCERY CO	ANDERSON CA	1	0	1	0	0	0	1,500
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	1	0	0	1	0	0	3,000
SAFEMAY STORES INC	FREMONT CA	3	0	0	0	1	2	27,000
UNITED GROCERS LTD	SACRAMENTO CA	1	0	1	0	0	0	1,500
UNITED GROCERS LTD	RICHMOND CA	5	3	2	0	0	0	5,250
COUNTY TOTAL:		14	4	4	1	3	2	49,000
MERCED								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	1	0	0	0	0	1	15,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	5	0	0	2	3	0	23,000
FLEMING CO INC	FREMONT CA	1	0	0	0	1	0	5,000
MARKET WHOLESALE GROCERY CO	MODESTO CA	5	3	0	1	0	1	20,250
MARKET WHOLESALE GROCERY CO	FRESNO CA	3	2	1	0	0	0	3,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEMAY STORES INC	SACRAMENTO CA	4	0	0	0	3	1	29,000
UNITED GROCERS LTD	FRESNO CA	11	2	5	3	1	0	23,000
SMALL SUPPLIERS		2	1	1	0	0	0	2,250
COUNTY TOTAL:		33	8	7	6	8	4	135,500
MODOC								
MARKET WHOLESALE GROCERY CO	ANDERSON CA	1	0	0	1	0	0	3,000
UNITED GROCERS LTD	SACRAMENTO CA	2	0	1	1	0	0	4,500
COUNTY TOTAL:		3	0	1	2	0	0	7,500
MONO								
SAFEMAY STORES INC	DOWNEY CA	1	0	0	0	1	0	7,000
UNITED GROCERS LTD	SACRAMENTO CA	2	0	2	0	0	0	3,000
COUNTY TOTAL:		3	0	2	0	1	0	10,000
MONTEREY								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	3	0	0	1	0	2	23,000
FLEMING CO INC	FREMONT CA	11	1	1	2	5	2	59,250
LUCKY STORES INC	SAN LEANDRO CA	3	0	0	0	2	1	22,000
MARKET WHOLESALE GROCERY CO	FRESNO CA	2	1	1	0	0	0	2,250
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEMAY STORES INC	FREMONT CA	9	0	0	1	6	2	55,000
UNITED GROCERS LTD	RICHMOND CA	15	5	6	3	1	0	26,750
UNITED GROCERS LTD	FRESNO CA	2	2	0	0	0	0	1,500
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		47	9	9	7	14	8	206,250
NAPA								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	1	0	0	1	0	0	3,000
FLEMING CO INC	FREMONT CA	1	0	0	0	0	1	10,000
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	1	0	5,000
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	5	2	2	1	0	0	7,500
SAFEMAY STORES INC	FREMONT CA	3	0	0	0	2	1	22,000
UNITED GROCERS LTD	RICHMOND CA	8	2	3	2	1	0	19,000
SMALL SUPPLIERS		3	1	2	0	0	0	3,750
COUNTY TOTAL:		22	5	7	4	4	2	70,250
NEVADA								
LUCKY STORES INC	SAN LEANDRO CA	2	0	0	0	2	0	14,000
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	1	0	1	0	0	0	1,500
SAFEMAY STORES INC	SACRAMENTO CA	3	0	0	0	1	2	32,000
UNITED GROCERS LTD	SACRAMENTO CA	2	0	0	1	1	0	8,000
SMALL SUPPLIERS		3	2	1	0	0	0	3,000
COUNTY TOTAL:		11	2	2	1	4	2	58,500

COUNTY SUPPLIERS

REGION 09, STATE CA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
ORANGE								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	26	0	0	6	10	10	223,000
ALFRED M LEWIS INC	RIVERSIDE CA	8	2	3	1	2	0	19,000
ALPHA BETA CO (WSTN CALIF)	LA HABRA CA	48	0	0	10	36	2	259,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	66	11	9	23	19	4	253,750
JEWEL FOOD STORES	CITY OF INDUSTRY CA	4	0	0	0	4	0	24,000
KROGER CO	LOS ANGELES CA	14	0	0	5	6	3	97,000
LUCKY STORES INC	BUENA PARK CA	29	0	0	0	10	19	300,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
RALPHS GROCERY CO	COMPTON CA	27	0	0	2	9	16	276,000
SAFeway STORES INC	DOWNEY CA	17	0	0	3	13	1	98,000
SMART AND FINAL IRIS	LOS ANGELES CA	7	0	0	5	1	1	32,000
STATER BROTHERS MARKETS	COLTON CA	18	0	0	12	6	0	70,000
VONS GROCERY CO	EL MONTE CA	24	0	0	3	17	4	153,000
SMALL SUPPLIERS		4	2	1	0	1	0	10,000
COUNTY TOTAL:		293	15	13	70	134	61	1,834,750
PLACER								
FLEMING CO INC	FREMONT CA	3	0	0	0	2	1	22,000
LUCKY STORES INC	SAN LEANDRO CA	2	0	0	0	1	1	17,000
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	4	2	1	1	0	0	6,000
SAFeway STORES INC	SACRAMENTO CA	5	0	0	0	3	2	42,000
UNITED GROCERS LTD	SACRAMENTO CA	9	2	2	3	0	2	43,500
UNITED GROCERS LTD	RICHMOND CA	1	1	0	0	0	0	750
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		25	6	3	4	6	6	132,000
PLUMAS								
MARKET WHOLESALE GROCERY CO	ANDERSON CA	2	0	1	0	1	0	6,500
SAFeway STORES INC	SACRAMENTO CA	1	0	0	0	1	0	5,000
UNITED GROCERS LTD	SACRAMENTO CA	6	3	1	2	0	0	9,750
COUNTY TOTAL:		9	3	2	2	2	0	21,250
RIVERSIDE								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	4	0	0	1	2	1	30,000
ALFRED M LEWIS INC	RIVERSIDE CA	6	2	4	0	0	0	7,500
ALPHA BETA CO (WSTN CALIF)	LA HABRA CA	19	0	0	1	18	0	101,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	33	7	9	11	5	1	90,750
JEWEL FOOD STORES	CITY OF INDUSTRY CA	1	0	0	0	1	0	5,000
KROGER CO	LOS ANGELES CA	5	0	0	0	4	1	41,000
LUCKY STORES INC	BUENA PARK CA	4	0	0	0	0	4	50,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFeway STORES INC	DOWNEY CA	10	0	0	1	7	2	73,000
SMART AND FINAL IRIS	LOS ANGELES CA	1	0	0	0	0	1	15,000
STATER BROTHERS MARKETS	COLTON CA	26	0	0	3	21	2	169,000
VONS GROCERY CO	EL MONTE CA	12	0	0	0	12	0	72,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		123	10	13	17	70	13	670,000
S BERNAPDINO								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	1	0	0	0	1	0	7,000
ALFRED M LEWIS INC	RIVERSIDE CA	11	5	4	1	1	0	17,750
ALFRED M LEWIS INC	LAS VEGAS NV	1	0	1	0	0	0	1,500
ALPHA BETA CO (WSTN CALIF)	LA HABRA CA	19	0	0	4	8	7	140,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	40	13	6	10	10	1	121,750
JEWEL FOOD STORES	CITY OF INDUSTRY CA	1	0	0	0	1	0	7,000
KROGER CO	LOS ANGELES CA	5	0	0	0	3	2	37,000
LUCKY STORES INC	BUENA PARK CA	5	0	0	1	1	3	50,000
MILITARY	BUY DIRECT	4	0	1	0	1	2	31,500
RALPHS GROCERY CO	COMPTON CA	1	0	0	0	1	0	5,000
SAFeway STORES INC	DOWNEY CA	11	0	0	1	8	2	68,000
SMART AND FINAL IRIS	LOS ANGELES CA	1	0	0	0	1	0	7,000
STATER BROTHERS MARKETS	COLTON CA	31	0	0	8	22	1	171,000
VONS GROCERY CO	EL MONTE CA	9	0	0	0	8	1	62,000
SMALL SUPPLIERS		3	2	0	0	0	1	11,500
COUNTY TOTAL:		143	20	12	25	66	20	738,000

COUNTY SUPPLIERS

REGION 09, STATE CA (CONTINUED)

	TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
SACRAMENTO							
ALPHA BETA CO (NO CALIF)	8	0	0	0	8	0	48,000
CERTIFIED GROCERS OF CALIF	1	0	0	0	1	0	5,000
FLEMING CO INC	15	0	1	7	5	2	71,500
LUCKY STORES INC	18	0	0	2	11	5	117,000
MARKET WHOLESALE GROCERY CO	3	0	0	1	2	0	13,000
MARKET WHOLESALE GROCERY CO	17	2	4	4	7	0	58,500
MARKET WHOLESALE GROCERY CO	2	0	0	1	1	0	10,000
MILITARY	2	0	0	0	0	2	30,000
SAFEMAY STORES INC	8	0	0	1	5	2	56,000
SAFEMAY STORES INC	1	0	0	1	0	0	3,000
UNITED GROCERS INC	2	0	0	1	1	0	8,000
UNITED GROCERS LTD	47	7	10	18	10	2	162,250
UNITED GROCERS LTD	6	0	1	0	3	2	36,500
SMALL SUPPLIERS	1	1	0	0	0	0	750
COUNTY TOTAL:	131	10	16	36	54	15	619,500
SAN BENITO							
ALPHA BETA CO (NO CALIF)	1	0	0	1	0	0	3,000
FLEMING CO INC	2	1	0	0	1	0	5,750
MARKET WHOLESALE GROCERY CO	2	0	1	0	0	1	16,500
UNITED GROCERS LTD	1	1	0	0	0	0	750
SMALL SUPPLIERS	2	2	0	0	0	0	1,500
COUNTY TOTAL:	8	4	1	1	1	1	27,500
SAN DIEGO							
ALBERTSON'S INC (NO CALIF)	1	0	0	0	0	1	10,000
ALFRED M LEWIS INC	1	1	0	0	0	0	750
ALFRED M LEWIS INC	31	17	9	4	0	1	48,250
ALPHA BETA CO (INSTN CALIF)	28	0	0	3	23	2	175,000
CERTIFIED GROCERS OF CALIF	87	16	9	21	33	8	373,500
LUCKY STORES INC	28	0	0	1	13	14	241,000
MILITARY	5	0	0	0	0	5	70,000
RALPHS GROCERY CO	2	0	0	0	0	2	25,000
SAFEMAY STORES INC	44	0	0	2	36	6	288,000
WONS GROCERY CO	29	0	0	0	21	8	218,000
SMALL SUPPLIERS	1	0	1	0	0	0	1,500
COUNTY TOTAL:	257	34	19	31	126	47	1,451,000
SAN JOAQUIN							
ALPHA BETA CO (NO CALIF)	3	0	0	0	3	0	21,000
CERTIFIED GROCERS OF CALIF	6	0	0	0	5	1	46,000
FLEMING CO INC	7	0	2	0	4	1	35,000
LUCKY STORES INC	4	0	0	0	2	2	32,000
MARKET WHOLESALE GROCERY CO	16	1	4	6	5	0	49,750
MILITARY	2	0	0	2	0	0	6,000
SAFEMAY STORES INC	7	0	0	2	5	0	39,000
UNITED GROCERS LTD	9	3	2	3	1	0	19,250
UNITED GROCERS LTD	26	9	7	4	6	0	61,250
SMALL SUPPLIERS	4	2	1	1	0	0	6,000
COUNTY TOTAL:	84	15	16	18	31	4	315,250
SAN L OBISPO							
ALFRED M LEWIS INC	1	1	0	0	0	0	750
CERTIFIED GROCERS OF CALIF	7	0	0	1	3	3	55,000
LUCKY STORES INC	7	0	0	1	5	1	49,000
SAFEMAY STORES INC	5	0	0	0	4	1	32,000
UNITED GROCERS LTD	9	4	4	1	0	0	12,000
SMALL SUPPLIERS	1	1	0	0	0	0	750
COUNTY TOTAL:	30	6	4	3	12	5	149,500
SAN MATEO							
ALPHA BETA CO (NO CALIF)	4	0	0	1	2	1	32,000
ASSOCIATED COOP INC	2	0	0	1	1	0	8,000
FLEMING CO INC	15	0	1	7	5	2	73,500
GROCERS WHOLESALE	1	0	0	0	0	1	15,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 09, STATE CA, SAN MATEO (CONTINUED)								
LUCKY STORES INC	SAN LEANDRO CA	11	0	0	1	9	1	68,000
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	1	1	0	0	0	0	750
SAFEWAY STORES INC	FREMONT CA	19	0	0	9	9	1	90,000
UNITED GROCERS LTD	RICHMOND CA	38	7	6	8	7	10	195,250
COUNTY TOTAL:		91	8	7	27	33	16	482,500
SANTA CLARA								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	25	0	0	2	20	3	163,000
ASSOCIATED COOP INC	RICHMOND CA	4	0	0	1	3	0	22,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	13	0	1	1	7	4	102,500
FLEMING CO INC	FREMONT CA	32	1	2	11	16	2	154,750
LUCKY STORES INC	SAN LEANDRO CA	24	0	1	3	13	7	163,500
MARKET WHOLESALE GROCERY CO	FRESNO CA	1	1	0	0	0	0	750
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	3	1	1	0	1	0	7,250
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEWAY STORES INC	FREMONT CA	31	0	0	18	10	3	149,000
UNITED GROCERS LTD	RICHMOND CA	48	2	11	17	15	3	186,000
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		184	6	16	54	85	23	967,500
SANTA CRUZ								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	2	0	0	0	2	0	12,000
FLEMING CO INC	OAKLAND CA	1	0	0	0	0	1	10,000
FLEMING CO INC	FREMONT CA	11	1	1	3	6	0	47,250
LUCKY STORES INC	SAN LEANDRO CA	2	0	0	0	1	1	15,000
SAFEWAY STORES INC	FREMONT CA	5	0	0	0	3	2	39,000
UNITED GROCERS LTD	RICHMOND CA	17	2	5	7	1	0	41,000
COUNTY TOTAL:		38	3	6	12	13	4	164,250
SHASTA								
FLEMING CO INC	FREMONT CA	1	0	0	0	0	1	10,000
MARKET WHOLESALE GROCERY CO	EUREKA CA	1	0	0	0	1	0	5,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	12	0	7	4	1	0	27,500
SAFEWAY STORES INC	SACRAMENTO CA	5	0	0	1	1	3	38,000
UNITED GROCERS LTD	SACRAMENTO CA	13	3	1	5	4	0	40,750
SMALL SUPPLIERS		2	0	1	0	1	0	6,500
COUNTY TOTAL:		34	3	9	10	8	4	127,750
SISKIYOU								
MARKET WHOLESALE GROCERY CO	ANDERSON CA	4	1	1	2	0	0	8,250
SAFEWAY STORES INC	SACRAMENTO CA	3	0	0	0	1	2	30,000
UNITED GROCERS INC	PORTLAND OR	1	0	0	1	0	0	3,000
UNITED GROCERS INC	MEDFORD OR	6	2	2	1	1	0	12,500
UNITED GROCERS LTD	SACRAMENTO CA	1	1	0	0	0	0	750
SMALL SUPPLIERS		2	2	0	0	0	0	1,500
COUNTY TOTAL:		17	6	3	4	2	2	56,000
SN FRANCISCO								
ASSOCIATED COOP INC	RICHMOND CA	1	0	0	0	1	0	7,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	2	1	1	0	0	0	2,250
FLEMING CO INC	FREMONT CA	10	4	0	2	4	0	31,000
LUCKY STORES INC	SAN LEANDRO CA	4	0	0	1	0	3	33,000
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	5	1	0	3	1	0	14,750
MILITARY	BUY DIRECT	2	0	0	1	0	1	18,000
SAFEWAY STORES INC	FREMONT CA	17	0	0	2	8	7	146,000
UNITED GROCERS LTD	RICHMOND CA	40	12	11	9	4	4	128,500
UNITED GROCERS LTD HDQ	RICHMOND CA	1	1	0	0	0	0	750
SMALL SUPPLIERS		3	3	0	0	0	0	2,250
COUNTY TOTAL:		85	22	12	18	18	15	383,500
SNTA BARBARA								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	1	0	0	0	1	0	7,000
ALFRED H LEWIS INC	NORTHridge CA	5	2	2	1	0	0	7,500
ALPHA BETA CO (WSTN CALIF)	LA HABRA CA	1	0	0	0	1	0	7,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	29	5	5	9	9	1	95,250
LUCKY STORES INC	BUENA PARK CA	6	0	0	0	6	0	36,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 09, STATE CA, SANTA BARBARA (CONTINUED)								
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEWAY STORES INC	DOWNEY CA	5	0	0	0	3	2	35,000
VONS GROCERY CO	EL MONTE CA	3	0	0	0	1	2	27,000
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		50	7	7	11	21	6	232,750
SOLANO								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	1	0	0	0	1	0	7,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	2	0	1	0	1	0	8,500
FLEMING CO INC	FREMONT CA	6	0	0	4	2	0	26,000
LUCKY STORES INC	SAN LEANDRO CA	5	0	1	1	2	1	28,500
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	4	1	1	1	1	0	10,250
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	1	1	0	0	0	0	750
MILITARY	BUY DIRECT	2	0	0	0	1	1	22,000
SAFEWAY STORES INC	FREMONT CA	5	0	0	2	3	0	27,000
SAFEWAY STORES INC	SACRAMENTO CA	2	0	0	0	1	1	22,000
UNITED GROCERS LTD	RICHMOND CA	8	4	2	1	1	0	14,000
UNITED GROCERS LTD	FRESNO CA	1	0	0	1	0	0	3,000
UNITED GROCERS LTD	SACRAMENTO CA	1	0	0	0	0	1	15,000
COUNTY TOTAL:		38	6	5	10	13	4	184,000
SONOMA								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	3	0	0	0	3	0	21,000
FLEMING CO INC	FREMONT CA	7	1	2	1	2	1	26,750
LUCKY STORES INC	SAN LEANDRO CA	3	0	0	0	3	0	21,000
MARKET WHOLESALE GROCERY CO	FRESNO CA	1	0	0	1	0	0	3,000
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	1	0	0	0	1	0	5,000
MARKET WHOLESALE GROCERY CO	SANTA ROSA CA	14	2	3	7	2	0	37,000
MILITARY	BUY DIRECT	1	0	0	1	0	0	3,000
SAFEWAY STORES INC	FREMONT CA	10	0	1	1	5	3	72,500
UNITED GROCERS LTD	RICHMOND CA	12	1	5	4	1	1	40,250
UNITED GROCERS LTD	SACRAMENTO CA	2	0	0	1	0	1	18,000
SMALL SUPPLIERS		2	0	2	0	0	0	3,000
COUNTY TOTAL:		56	4	13	16	17	6	250,500
STANISLAUS								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	3	0	0	0	3	0	21,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	8	0	3	3	2	0	27,500
FLEMING CO INC	FREMONT CA	3	0	3	0	0	0	4,500
LUCKY STORES INC	SAN LEANDRO CA	5	0	0	0	1	4	50,000
MARKET WHOLESALE GROCERY CO	MODESTO CA	25	7	6	9	2	1	61,250
SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	1	0	0	3,000
UNITED GROCERS LTD	SACRAMENTO CA	2	0	0	0	0	2	25,000
UNITED GROCERS LTD	FRESNO CA	14	2	9	3	0	0	24,000
UNITED GROCERS LTD	RICHMOND CA	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		3	2	1	0	0	0	3,000
COUNTY TOTAL:		65	11	22	17	8	7	222,250
SUTTER								
FLEMING CO INC	FREMONT CA	3	0	1	1	0	1	14,500
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	0	1	15,000
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	0	0	1	10,000
UNITED GROCERS LTD	RICHMOND CA	1	1	0	0	0	0	750
UNITED GROCERS LTD	SACRAMENTO CA	3	1	2	0	0	0	3,750
COUNTY TOTAL:		10	2	4	1	0	3	45,500
TEHAMA								
FLEMING CO INC	FREMONT CA	1	0	0	1	0	0	3,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	3	1	2	0	0	0	3,750
SAFEWAY STORES INC	SACRAMENTO CA	2	0	0	1	1	0	8,000
UNITED GROCERS LTD	SACRAMENTO CA	2	0	0	2	0	0	6,000
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		9	1	2	5	1	0	23,750

COUNTY SUPPLIERS

REGION 09, STATE CA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
TRINITY								
MARKET WHOLESALE GROCERY CO	ANDERSON CA	2	1	0	1	0	0	3,750
UNITED GROCERS LTD	SACRAMENTO CA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		3	1	0	2	0	0	6,750
TULARE								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	1	0	0	1	0	0	3,000
ALFRED M LEWIS INC	NORTHRIDGE CA	1	0	0	0	1	0	5,000
ALPHA BETA CO (NO CALIF)	MILPITAS CA	4	0	0	1	3	0	20,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	5	1	0	1	0	3	43,750
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	0	1	10,000
MARKET WHOLESALE GROCERY CO	FRESNO CA	10	4	1	4	1	0	21,500
SAFEMAY STORES INC	SACRAMENTO CA	3	0	0	1	2	0	13,000
UNITED GROCERS LTD	FRESNO CA	18	5	4	5	4	0	44,750
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		44	10	5	14	11	4	164,000
TUOLUMNE								
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	2	0	0	0	2	0	10,000
SAFEMAY STORES INC	SACRAMENTO CA	1	0	0	0	1	0	7,000
UNITED GROCERS LTD	SACRAMENTO CA	4	1	3	0	0	0	5,250
UNITED GROCERS LTD	FRESNO CA	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		9	2	3	1	3	0	26,000
VENTURA								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	3	0	0	1	2	0	17,000
ALFRED M LEWIS INC	NORTHRIDGE CA	9	6	2	0	1	0	12,500
ALPHA BETA CO (NO CALIF)	LA HABRA CA	8	0	0	0	5	3	68,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	31	6	6	12	7	0	86,500
KROGER CO	LOS ANGELES CA	1	0	0	0	1	0	5,000
LUCKY STORES INC	BUENA PARK CA	3	0	0	0	2	1	29,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	1	0	0	1	0	0	3,000
MILITARY	BUY DIRECT	2	0	0	1	0	1	13,000
RALPHS GROCERY CO	COMPTON CA	4	0	0	2	1	1	26,000
SAFEMAY STORES INC	DOWNY CA	11	0	0	6	5	0	43,000
SMART AND FINAL IRIS	LOS ANGELES CA	5	0	0	4	1	0	17,000
VONS GROCERY CO	EL MONTE CA	9	0	0	0	7	2	59,000
COUNTY TOTAL:		87	12	8	27	32	8	379,000
YOLO								
ALPHA BETA CO (NO CALIF)	MILPITAS CA	2	0	0	0	2	0	14,000
FLEMING CO INC	FREMONT CA	5	0	2	2	1	0	14,000
LUCKY STORES INC	SAN LEANDRO CA	7	0	0	0	3	4	62,000
MARKET WHOLESALE GROCERY CO	SACRAMENTO CA	2	1	0	1	0	0	3,750
SAFEMAY STORES INC	SACRAMENTO CA	6	0	0	1	4	1	14,000
UNITED GROCERS LTD	SACRAMENTO CA	12	3	2	6	0	1	33,250
UNITED GROCERS LTD	RICHMOND CA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		35	4	4	10	11	6	178,000
YUBA								
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	0	1	10,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	2	0	0	1	1	0	8,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	10,000
SAFEMAY STORES INC	SACRAMENTO CA	1	0	0	0	1	0	7,000
UNITED GROCERS LTD	SACRAMENTO CA	2	1	1	0	0	0	2,250
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		8	2	1	1	2	2	38,000
CA STATE TOTAL:		3,775	942	436	823	1,462	562	18,904,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 09								
STATE: NV								
CARSON CITY								
BAVARIAN WHSLE GROC CO	SPARKS NV	1	0	0	0	0	1	15,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	0	1	0	5,000
FLEMING CO INC	FREMONT CA	1	0	0	0	0	1	10,000
LUCKY STORES INC	SAN LEANDRO CA	1	0	0	0	1	0	7,000
SAFEWAY STORES INC	SACRAMENTO CA	2	0	0	0	2	0	12,000
COUNTY TOTAL:		6	0	0	0	4	2	49,000
CHURCHILL								
MILITARY	BUY DIRECT	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	0	1	0	7,000
UNITED GROCERS LTD	SACRAMENTO CA	2	0	2	0	0	0	3,000
UNITED GROCERS LTD	RICHMOND CA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		5	0	3	0	2	0	16,500
CLARK								
ALBERTSON'S INC (SO CALIF)	FULLERTON CA	8	0	0	0	5	3	61,000
ALFRED M LEWIS INC	LAS VEGAS NV	7	1	3	0	2	1	25,250
ASSOCIATED GROCERS	PHOENIX AZ	4	0	0	0	3	1	36,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	19	0	2	1	12	4	130,000
LUCKY STORES INC	BUENA PARK CA	11	0	0	0	1	10	125,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEWAY STORES INC	DOWNEY CA	14	0	0	0	6	8	131,000
SMART AND FINAL IRIS	LOS ANGELES CA	4	0	0	0	2	2	34,000
VONS GROCERY CO	EL MONTE CA	5	0	0	0	3	2	44,000
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		74	1	5	2	34	32	604,250
DOUGLAS								
UNITED GROCERS LTD	SACRAMENTO CA	1	0	0	1	0	0	3,000
UNITED GROCERS LTD	RICHMOND CA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		2	0	1	1	0	0	4,500
EIKO								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	2	1	1	0	0	0	2,250
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	1	0	0	3,000
SAFEWAY STORES INC	SALT LAKE CITY UT	1	0	0	0	0	1	10,000
COUNTY TOTAL:		5	1	1	1	1	1	20,250
HUMBOLDT								
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	2	1	1	0	0	0	2,250
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	1	0	0	0	1	0	5,000
UNITED GROCERS LTD	RICHMOND CA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		4	1	1	0	2	0	12,250
LANDER								
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	1	0	1	0	0	0	1,500
ASSOCIATED FOOD STORES INC	HQ SALT LAKE CITY UT	1	1	0	0	0	0	750
COUNTY TOTAL:		2	1	1	0	0	0	2,250
LINCOLN								
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	2	2	0	0	0	0	1,500
COUNTY TOTAL:		2	2	0	0	0	0	1,500
LYON								
BAVARIAN WHSLE GROC CO	SPARKS NV	1	0	0	0	1	0	7,000
UNITED GROCERS LTD	SACRAMENTO CA	4	2	1	1	0	0	6,000
COUNTY TOTAL:		5	2	1	1	1	0	13,000
MINERAL								
SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	0	1	0	7,000
COUNTY TOTAL:		1	0	0	0	1	0	7,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 09, STATE NV (CONTINUED)								
NYE								
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	0	0	2	0	0	6,000
PERSHING								
SAFEWAY STORES INC	SACRAMENTO CA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		1	0	0	0	1	0	5,000
WASHOE								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	0	750
BAVARIAN WHOLE GROC CO	SPARKS NV	11	0	0	1	2	8	95,000
CERTIFIED GROCERS OF CALIF	LOS ANGELES CA	2	0	0	0	1	1	17,000
FLEMING CO INC	FREMONT CA	4	0	0	0	1	3	35,000
LUCKY STORES INC	SAN LEANDRO CA	3	0	0	0	2	1	27,000
SAFEWAY STORES INC	SACRAMENTO CA	3	0	0	0	0	3	30,000
UNITED GROCERS LTD	SACRAMENTO CA	5	2	2	1	0	0	7,500
UNITED GROCERS LTD	RICHMOND CA	6	0	0	2	1	3	43,000
COUNTY TOTAL:		35	3	2	4	7	19	255,250
WHITE PINE								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	2	1	1	0	0	0	2,250
SAFEWAY STORES INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
COUNTY TOTAL:		4	1	1	1	1	0	10,250
NV STATE TOTAL:		148	12	16	12	54	54	1,007,000
REGION 09 TOTAL:		4,455	531	556	996	1,690	692	22,503,250

END

FILMED

2-83

DTIC